



How to Research Business Opportunity with the National Guard

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How to Do Business with the National Guard

Conduct Market Research

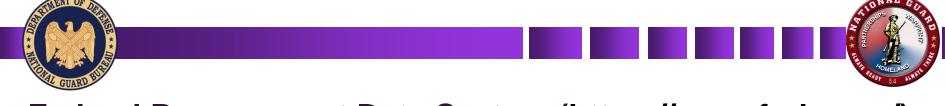
- •What did the National Guard buy in the past?
- •Who did the National Guard buy from?

Locate National Guard contracting opportunities

- •What is the National Guard buying today?
- •What will National buy in the near future?

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Conduct Market Research on What We Buy



- Federal Procurement Data System (https://www.fpds.gov/)
 - Database for all federal procurements except NAF
 - Anyone can register to retrieve data
 - Delay of 90 days for non-DoD users
- •Use the Contracting Office ID to locate National Guard requirements in each State
 - •The next slide provides a list of all States and the corresponding Contracting Office ID to locate National Guard business opportunities

List of Contracting Activity Identification Codes

DE									HEADY 54
	W91ZRU	for	AK	W912JC	for	KS	W912PQ	for	NY
	W912JA	for	AL	W912KZ	for	KY	W91364	for	ОН
	W9133L	for	AQ	W912NR	for	LA	W912L6	for	OK
	W912JF	for	AR	W912SV	for	MA	W912JV	for	OR
	W912L2	for	AZ	W912K6	for	MD	W912KC	for	PA
	W912LA	for	CA	W912JD	for	ME	W912LR	for	PR
	W912LC	for	CO	W912JB	for	MI	W912LD	for	RI
	W91ZRS	for	CT	W912LM	for	MN	W912QG	for	SC
	W912R1	for	DC	W912NS	for	MO	W912MM	for	SD
	W912L5	for	DE	W9127Q	for	MS	W912L7	for	TN
	W911YN	for	FL	W9124V	for	MT	W912L1	for	TX
	W912JM	for	GA	W91242	for	NC	W911YP	for	UT
	W911YU	for	GU	W901UZ	for	ND	W912LQ	for	VA
	W912J6	for	HI	W91243	for	NE	W9127P	for	VI
	W912LP	for	IA	W912TF	for	NH	W912LN	for	VT
	W912J7	for	ID	W912KN	for	NJ	W912K3	for	WA
	W91SMC	for	IL	W912J3	for	NM	W912J2	for	WI
	W912L9	for	IN	W9124X	for	NV	W912L8	for	WV
							W912L3	for	WY INCLASSIFIED

Use the ezSearch tool in FPDS





ezSearch

– ezSearch BETA

- Google-like search
- Easy to use



- Contract office ID (e.g., W9133L for NGB-AQ)
- Date signed (e.g., 1 Oct 17 to 30 Sep 18 for FY18)
- Product Service Code (e.g., Y111 for Construct/office buildings)
- NAICS (e.g., 236210 for Industrial Building Construction)
- POP (Place of Performance) State Name

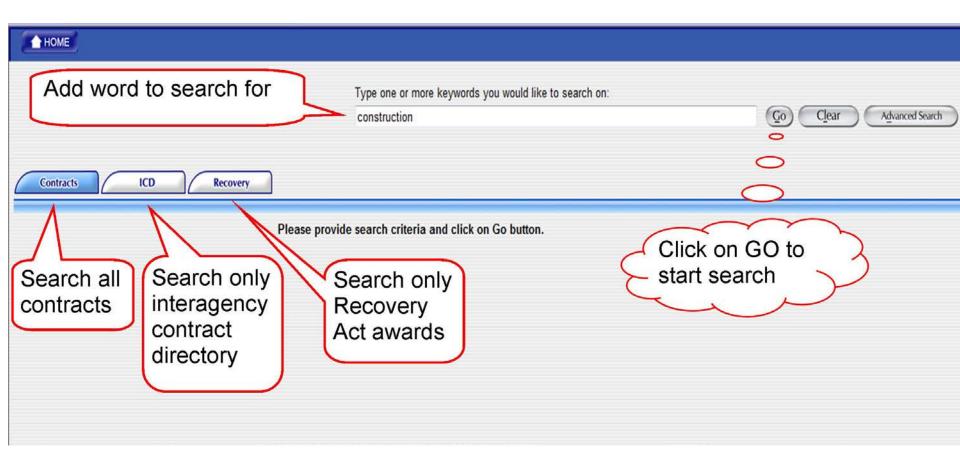


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Conduct Market Research using ezSearch

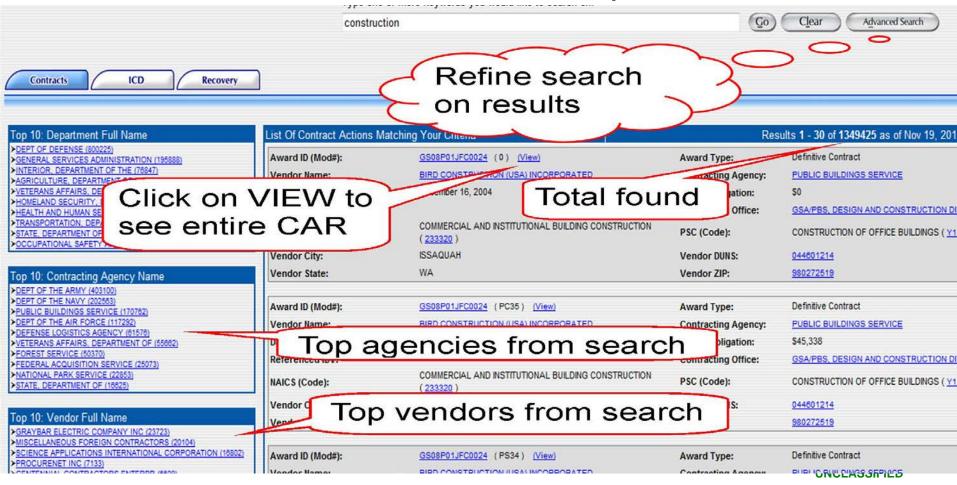


ezSearch Example



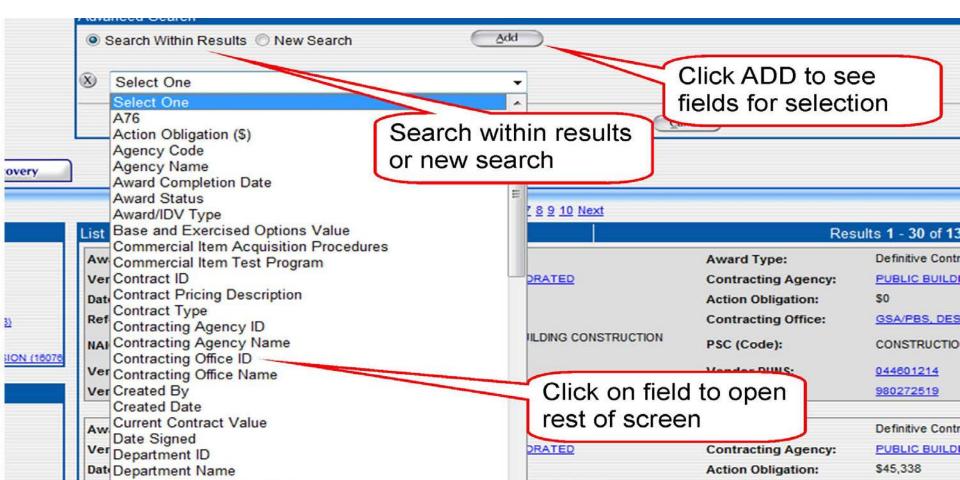


ezSearch Example (Cont'd)

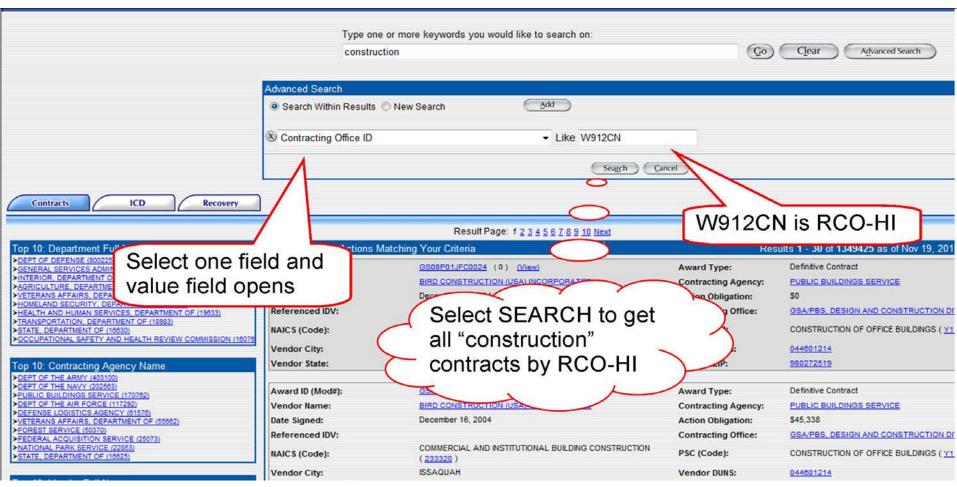




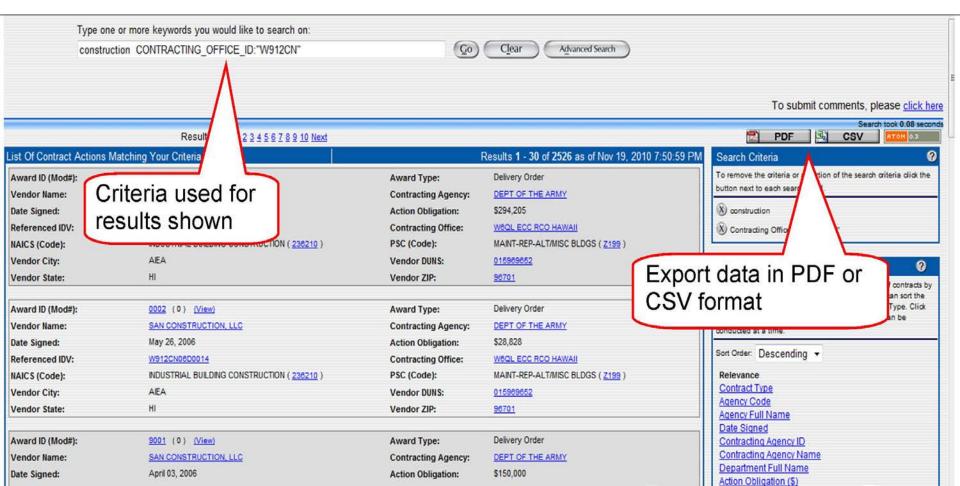
ezSearch Example (Cont'd)











Advertisement of National Guard Opportunities

Locate National Guard Contracting Requirements

 Federal Business Opportunities (FedBizOpps) https://www.fbo.gov/

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Contracting Opportunities Search (cont'd)

Generic Searches

- -Most recently posted solicitations
- -Solicitations that close today
- -Solicitation Number
- -No dashes, e.g., W9133L15T0001
- -Use % as wild card
 - W9133L% for NGB HQ
 - W91ZRU for AK
 - -W912JA for AL
 - -W9133L for NGB AQ
 - -W912JF for AR
 - -W912L2 for AZ, etc etc...

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Contracting Opportunities Search (cont'd)

- Specific Searches
 - Use "and" and "or" to limit or expand search, respectively
 - Contract Offices (pull down menu)
 - Noun phrase
 - NAICS Code
 - FSC Code

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Federal Business Opportunities

Specific Searches

- Use "and" and "or" to limit or expand search, respectively
 - Contract Offices (pull down menu)
 - Noun phrase
 - NAICS Code
 - FSC Code
- Go to http://www.fbo.gov
- Click on Advanced Search Form, then scroll to middle of page
- Click radial button "Specific Agency/Office/Locations"
 - Type in "National Guard" and click
 - Click on "Show/Update Office Locations for Selected Agencies" and select the activity you are interested in.
- Narrow down search by selecting NAICS, Classification Code, etc.



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